RVI

Market Update

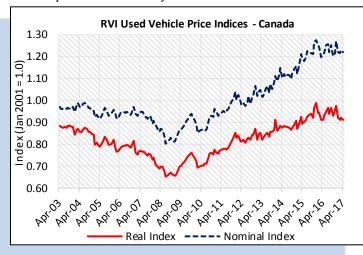
RVI Analytical Services • May 2017



Used car prices increased slightly in April.

The RVI Used Vehicle Price Index (Real) saw an increase of 0.3% from March to April. However, the index decreased by 0.9% from April of 2016.

On a nominal basis, our price index increased by 1.3% month-over-month. Compared to April of last year, nominal prices decreased by 0.6%.



In April, more than half of the vehicle segments saw a decline in used car prices on a year-overyear basis.

Among high volume vehicles, Full-Size Pickup prices increased by 1.6% on a year-over-year basis while Luxury SUVs were down by 7.8%.

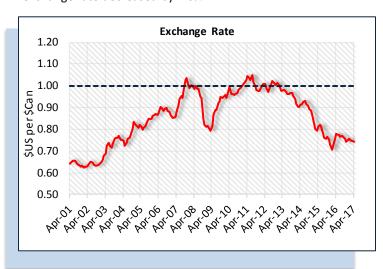
RVI USED VEHICLE PRICE INDEX-REAL				% Change from	
RVI_SEGMENT	Apr-17	Mar-17	Apr-16	M-to-M	Y-to-Y
LUXURY FULL-SIZE SEDAN	0.774	0.783	0.989	-1.1%	-21.7%
FULL-SIZE SEDAN	0.871	0.852	0.968	2.2%	-10.0%
LUXURY SMALL SEDAN	0.906	0.899	0.987	0.7%	-8.2%
LUXURYSUV	0.921	1.048	0.999	-12.1%	-7.8%
MID-SIZE SUV	1.065	1.051	1.110	1.3%	-4.1%
FULL-SIZE SUV	0.910	0.838	0.932	8.6%	-2.4%
SMALL SUV	0.907	0.929	0.928	-2.3%	-2.2%
FULL-SIZE VAN	0.782	0.725	0.788	7.9%	-0.8%
SMALL SEDAN	0.719	0.739	0.725	-2.7%	-0.7%
MID-SIZE SEDAN	0.871	0.869	0.858	0.3%	1.5%
FULL-SIZE PICKUP	1.014	1.004	0.998	1.0%	1.6%
SUB-COMPACT	0.806	0.807	0.790	-0.2%	2.1%
COMPACT	0.880	0.879	0.860	0.1%	2.3%
LUXURY MID-SIZE SEDAN	1.108	1.171	1.075	-5.3%	3.1%
MINIVAN	0.864	0.896	0.833	-3.5%	3.7%
SMALL PICKUP	1.390	1.386	1.327	0.3%	4.7%
SPORTY COUPE	0.909	0.898	0.857	1.3%	6.2%
Total	0.914	0.922	0.911	-0.9%	0.3%

Sources: Kent Group Ltd; Statistics Canada, FRED

*Low volume vehicle segments highlighted in gray

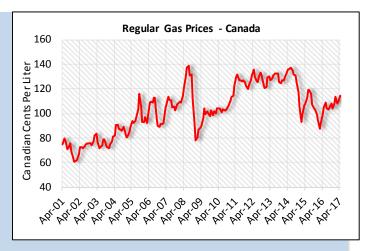
In April, the exchange rate decreased.

In April, the exchange rate fell by 0.4% from March, coming in at \$0.74 CAD/USD. When compared to April of 2016, the exchange rate decreased by 4.6%.



Gas prices increased in April to \$1.14/liter from \$1.09/liter in March.

This is an increase of 4.6% month-over-month and a 15.0% increase from April of 2016.



Definitions:

RVI Used Vehicle Price Index - Our index (January 2001 = 1.0) measures the wholesale values of used cars (2-5 yrold vehicles) adjusted for mileage, mix, and seasonality.